

Message Text

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62

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 241306Z AY 74

FM AMEMBASSY ACCRA

TO USDOC WASHDC

INFO AMEMBASSY LAGOS

SECSTATE WASHDC 3642

UNCLAS ACCRA 2833

LAGOS FOR AGATT

EO 11652 NA

TAGS: BGEN US

SUB: U.S. COMMERCIAL PRACTICE RE L/CS FOR IMPORTED CANNED
GOODS

1. GHANAIAI FOOD PROCESSING COMPANY HAS ORDERS FROM TWO U.S. IMPORT HOUSES FOR CANNED CREAM OF PALM HEARTS BUT HESITATES SHIP BECAUSE OF CERTAIN CLAUSES IN LETTERS OF CREDIT FROM U.S. BANKS. CLAUSES IN QUESTION STATE THAT U.S. BANK ISSUING L/C NOT REQUIRED TO HONOR DRAFT DRAWN UNDER CREDIT UNTIL BANK HAS RECEIVED WRITTEN NOTICE FROM U.S. BUYER THAT ENTIRE QUANTITY OF MERCHANDISE HAS BEEN RELEASED BY U.S. FOOD AND DRUG ADMINISTRATION FOR ENTRY INTO U.S. THIS KIND OF CLAUSE PUTS GHANAIAI EXPORTER AT GREAT RISK, WHICH APPARENTLY HAS NO PARALLEL IN TRADE WITH UK, AND GHANAIAI COMPANY CONSEQUENTLY WANTS TO KNOW WHETHER SUCH CLAUSES ARE COMMON IN U.S. AND NOT JUST SHARP PRACTICE ON PART OF IMPORTERS. IF WE CONFIRM SUCH CLAUSES NORMAL, GHANAIAI FIRM WILL SHIP.

2. GHANAIAI FIRM IS NKULENU INDUSTRIES LTD., ACCRA, WHICH IS PRIME POTENTIAL CUSTOMER FOR U.S. FOOD PROCESSING MACHINERY. ADDITIONALLY, NKULENU'S MANAGER AND MAJOR SHAREHOLDER IS ESTHER OCLOO, WHO IS PRESIDENT OF GHANA MANUFACTURERS ASSOCIATION. IN INTEREST OF MAINTAINING GOOD CLIMATE FOR PROMOTING U.S. INDUSTRIAL

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EXPORTS TO GHANA, HOPE USDOC CAN PROVIDE EMBASSY WITH
BASIS FOR RESPONSE.
HANSON

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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Disposition Date: 01 JAN 1960
Disposition Event:
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